



CIPS

L4M6 Exam

Supplier Relationships

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Question 1. (Multi Select)

[Relationship approaches and the sourcing process]

Which of the following are typical drivers for a partnership between the buyer and the supplier?
Select the THREE that apply.

- A: The buyer has a high spend with the supplier
- B: There are many suppliers in the market
- C: The product is critical for the buyer
- D: The product is a commodity
- E: The product is technically complex
- F: The supplier provides the product to a buyer's competitor

Correct Answer: A, C, E

Question 2. (Single Select)

[Relationship approaches and the sourcing process]

Products or services that are more suitable for partnership sourcing match which of the following criteria?

- A: 1 and 2 only
- B: 2 and 3 only
- C: 1 and 3 only
- D: 2 and 4 only

Correct Answer: A

Question 3. (Single Select)

[The dynamics of supply chains]

A company supplies IT equipment and buys most of its components from first-tier suppliers in the UK. It wants to analyze its supply market to develop the supply chain and is going to review the main factors that have an influence. The company wants to use the STEEPLED external environmental analysis framework to achieve the best result. Which of the following STEEPLED factors is most likely to have the greatest effect?

- A: Sociocultural
- B: Technological
- C: Economic
- D: Ethical

Correct Answer: B

Question 4. (Single Select)

[Relationship approaches and the sourcing process]

An amicable style approach to ending a buyer-supplier relationship would be most appropriate in which of the following circumstances?

- A: 1 and 2
- B: 1 and 3
- C: 3 and 4
- D: 1 and 4

Correct Answer: A

Question 5. (Single Select)

[Performance and conflict in supplier relationships]

When a large organization partners with a small supplier to develop new technology, it is necessary for regular communication. Is this statement true?

A: No, because partnerships do not require regular communication during development of new technology

B: Yes, because partnerships require regular communication to succeed in meeting mutual objectives

C: Yes, because a small supplier must be told what to do and when, because they have fewer employees

D: No, because regular communication will stop a small supplier from doing their work

Correct Answer: B



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